

National Aeronautics and
Space Administration



**Opportunities for
Northeastern Pennsylvania
Small Businesses to Support
NASA Programs
July 30, 2020**

Hosted By:



**U.S. Congressman
Matt Cartwright**



**NASA Administrator
Jim Bridenstine**



Agenda

3:00: Welcome & Housekeeping

3:05: Congressman Matt Cartwright, U.S. House of Representatives

3:10: Jim Bridenstine, NASA Administrator

3:15: Jenn Gustetic, NASA Program Executive for SBIR/STTR Program

3:25: Glenn A. Delgado, Associate Administrator for the
NASA Office of Small Business Programs

3:40: Q&A Session

4:00: Conclusion



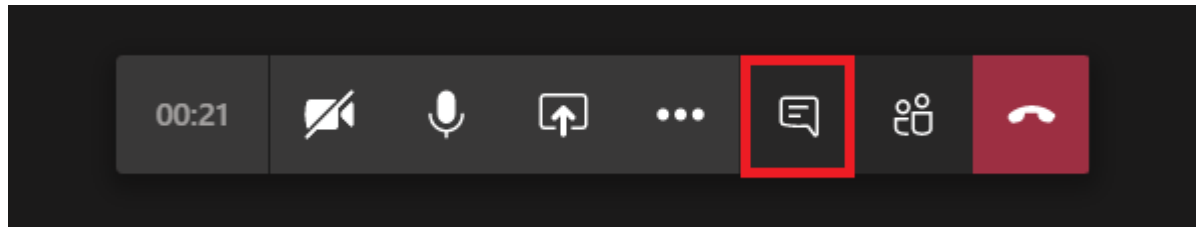
Housekeeping

- This event is being recorded.
- Please turn off your video feeds.
- All attendee participants will be on mute for the duration of the event.
- To enhance your virtual experience, we recommend you "Pin" the speakers in place.
- Click the ellipsis (•••) that appear beside the speakers name in the video feed. Once you have selected the ellipsis, choose "Pin" from the drop down menu. Now that person's feed will remain stationary!

Question & Answer Session

Q&A SESSION

- Please enter your questions into the **CHAT box** at any time during this event, though questions will be answered during the Q&A session.



- ***With your questions please include your Name, Company, & Panelist you wish to address.***
- If you have questions after today, please feel free to reach out to: smallbusiness@nasa.gov

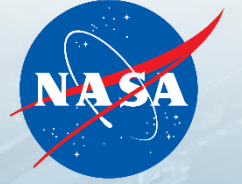
PRESENTATION SLIDES

A link to these slides will be e-mailed to all who have RSVP'd for today's event.

The background of the slide is a cosmic image featuring a dark space filled with stars and nebulae. A prominent horizontal band of light blue color stretches across the middle of the image. The text "Thank you!" is centered within this band.

Thank you!

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NASA Small Business Innovation Research (SBIR) & Small Business Technology Transfer (STTR) Program

Space Technology Mission Directorate (STMD)

Jenn Gustetic, Program Executive | July 30, 2020



SBIR · STTR
America's Seed Fund™
POWERED BY NASA



NASA SBIR/STTR Basics



Program Impact



Changes Due to COVID-19



MISSION

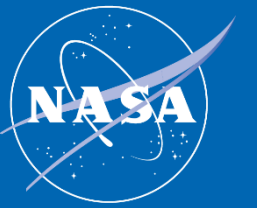
Create opportunities through SBIR/STTR awards to leverage small business knowledge and technology development for maximum impact and contribution



VISION

Empower small businesses to deliver technological innovation that contributes to NASA's missions, provides societal benefit, and grows the U.S. economy

NASA SBIR/STTR Program



As a program under STMD, the NASA SBIR/STTR Program funds the research, development, and demonstration of innovative technologies that fulfill NASA needs, including those needed for the **Artemis** mission.

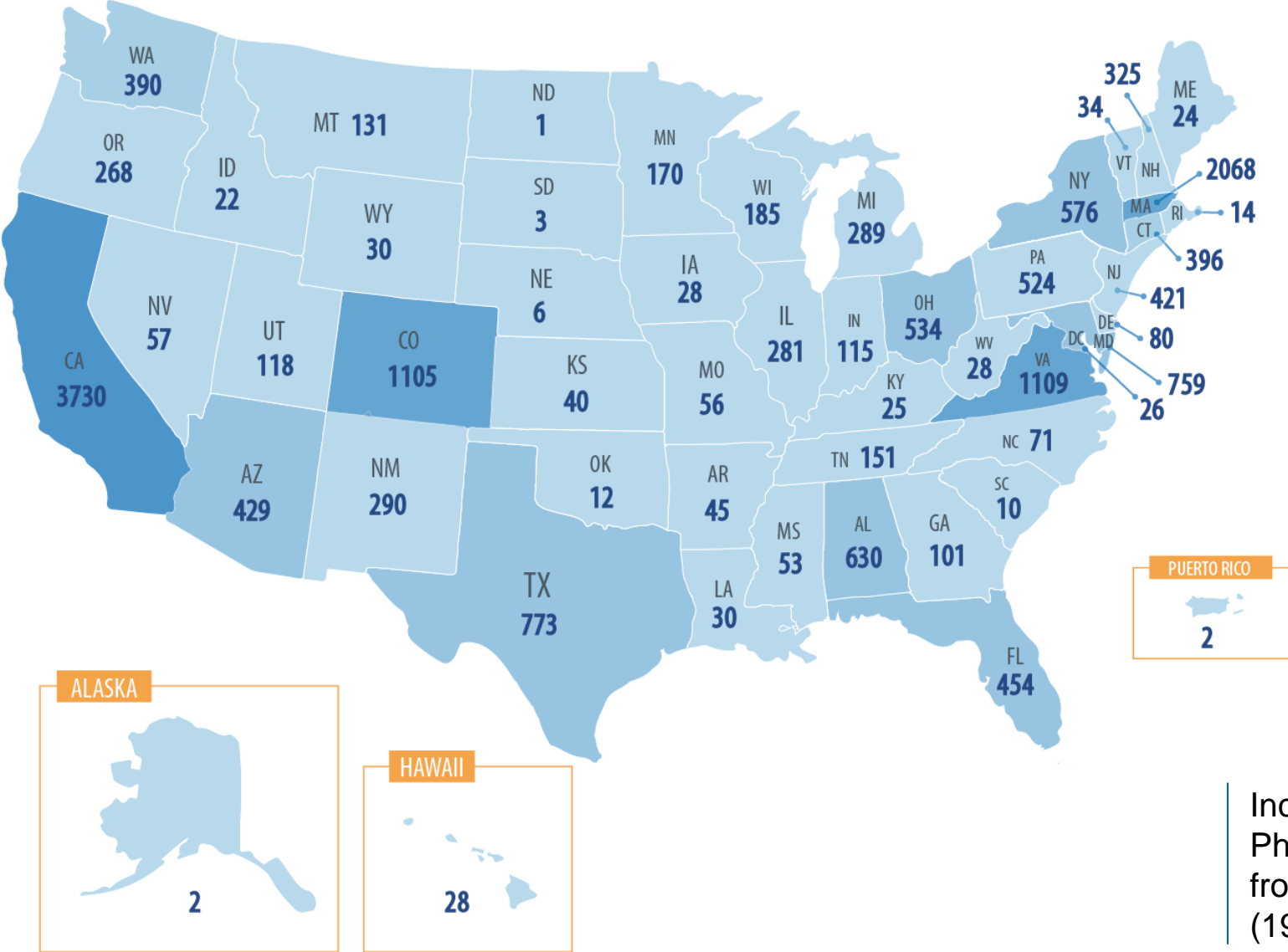
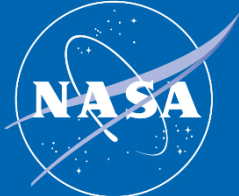


NASA's SBIR/STTR Program has **awarded more than \$3.3 billion** to research-intensive American small businesses



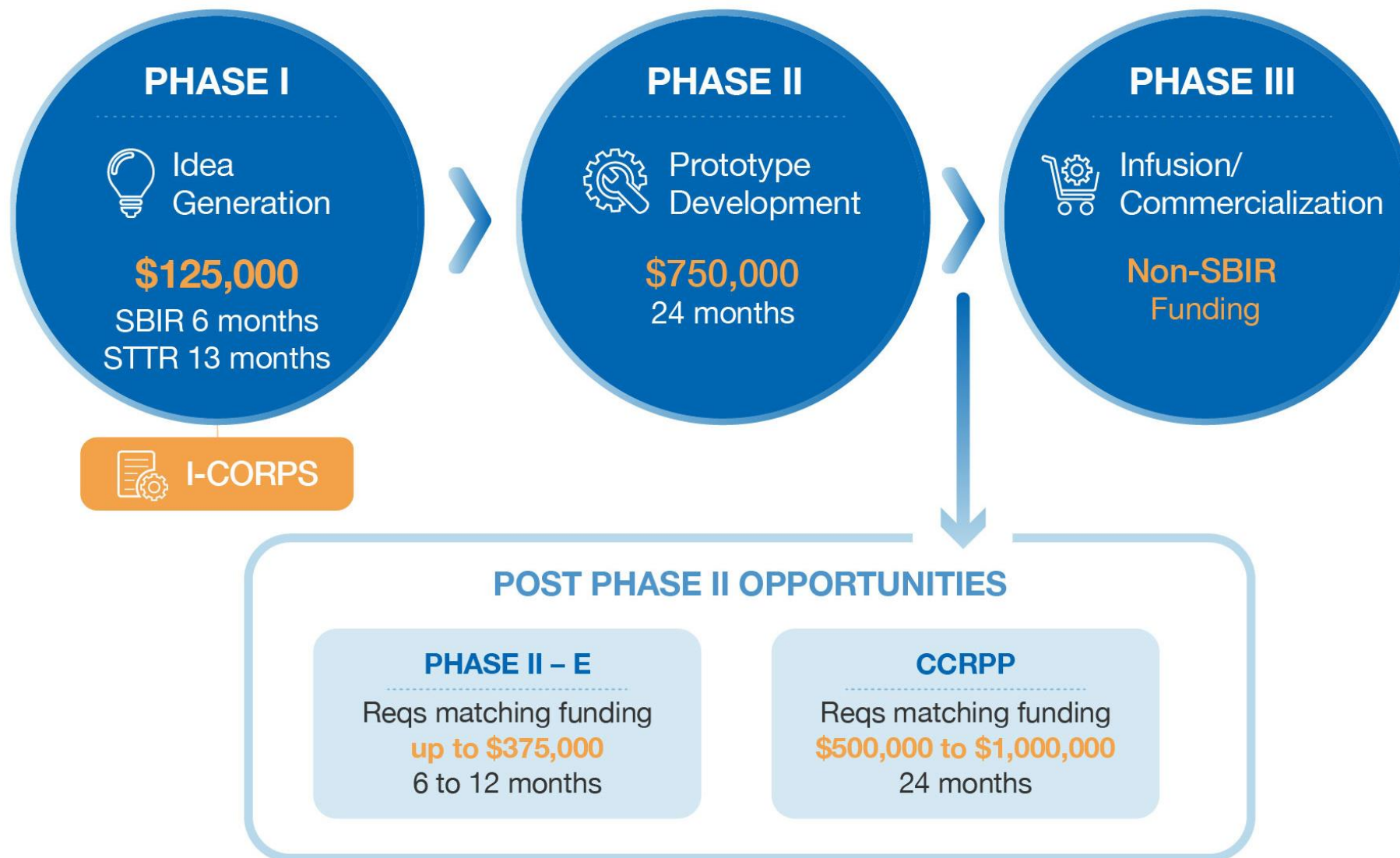
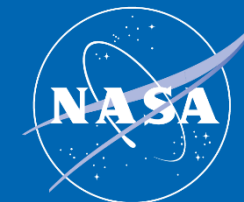
Engineers and scientists from **more than 12,000** small businesses in all 50 States, DC and Puerto Rico have participated

Total Awards by State

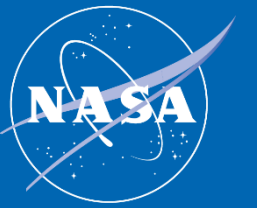


Includes SBIR and STTR Phase I and Phase II awards from first Program award (1983) through July 2020.

NASA SBIR/STTR Opportunities



Success Story – Astrobotic



Lunar Technologies with Roots in SBIR/STTR Will Reach the Moon

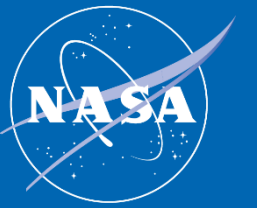
PHASE III SUCCESS:

More than **\$270 million** from NASA for Moon to Mars initiatives

SNAPSHOT:

Astrobotic, a small business based in Pittsburgh, PA, received more than \$270 million in contracts from NASA to support various aspects of the agency's return to the Moon. The company's compact lunar rover and precision lunar lander technology, which will deliver payloads to the lunar surface, were developed with funds from the NASA SBIR/STTR Program.

Increasing Impact of SBIR/STTR



SBIR/STTR Reauthorizations

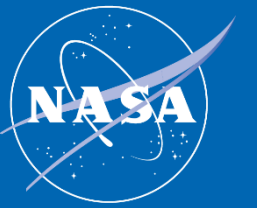
- Importance of **Flexibility**
- Administrative pilot program authority
 - I-Corps
 - SBIR Road Tours (SBIR Weeks)
 - NASA HBCU/MSI Technology Infusion Road Tours
 - Industry Day – Innovation & Opportunity Conference



Legislative Proposals

- Increase maximum CCRPP award to \$10M and funding cap to 20% of SBIR budget
- Allow direct to Phase II authority

Program Changes Due to COVID-19



Current Contracts

- Provisional acceptance of deliverables to pay for work performed on existing contracts



Phase II

- Reduced time between selection and first payment from five months to two months



Solicitations

- Extended 2020 Solicitation deadline by four weeks
- Accelerated 2021 solicitation release date to November 9, 2020 (instead of January 2021)



Coordination with OGAs

- Sharing other current funding and loan opportunities

Questions?

Leverage Local Resources: (

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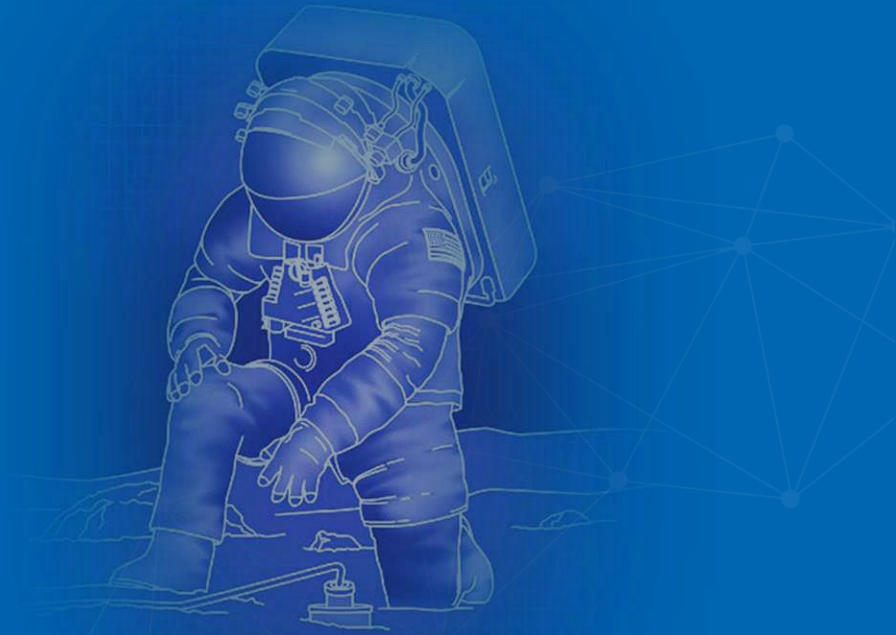
- **Ben Franklin Technology Partners Corporation** (SBA Previous FAST Awardee) provides both early-stage, technology-based firms and established manufacturers with funding, business and technical expertise, and access to a network of innovative, expert resources. (116 Research Drive, Plaza Level, Bethlehem, PA 18015)
- **Innovation Works' Growth Accelerators** (SBA Growth Accelerator awardee) provides programs that nurture entrepreneurs from great idea to sustainable growth. (Two Allegheny Center, Suite 100, Pittsburgh, PA 15212)
- **SBA District Office, Wilkes-Barre Branch Office** (7 North Wilkes-Barre Blvd Suite 4M, Wilkes-Barre, PA 18702)
- **Pennsylvania Small Business Development Center (SBDC), University of Scranton** (600 Linden St., 1st Floor, Scranton, PA 18503)

Visit our Website:

www.SBIR.NASA.gov

Contact Me:

Jenn Gustetic, Program Executive
jennifer.l.gustetic@nasa.gov



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where small business makes a **BIG** difference

DOING BUSINESS WITH NASA

Glenn A. Delgado
Associate Administrator
July 30, 2020

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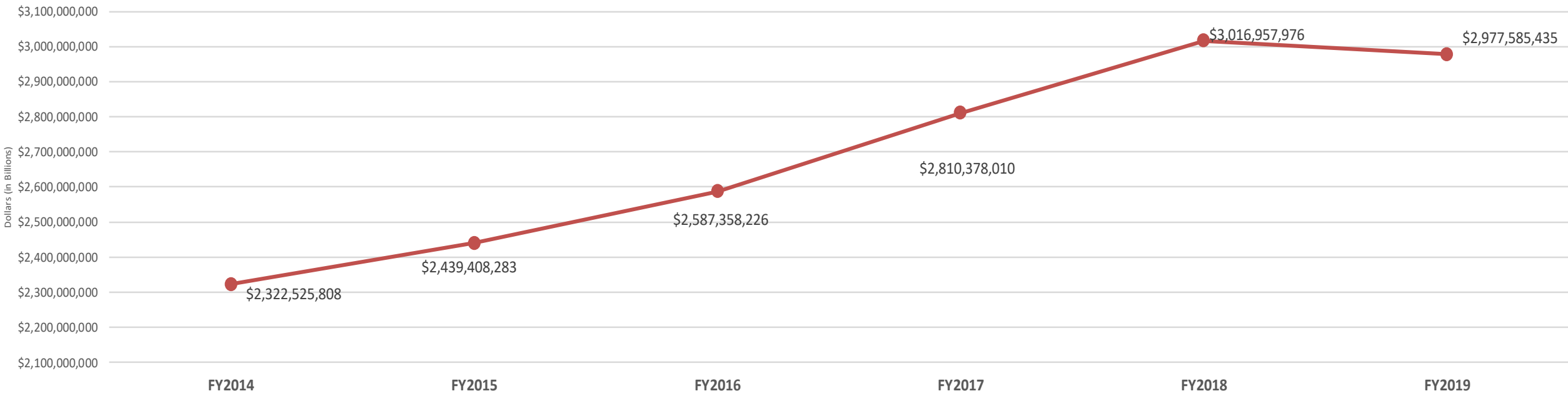
FY14-FY19 SMALL BUSINESS PRIME DOLLARS TREND ANALYSIS



	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	Δ FY14-FY19 %	Δ FY14-FY19 \$
Prime	\$2,492,259,589	\$2,498,551,080	\$2,666,446,582	\$2,720,775,694	\$2,840,872,957	\$3,073,214,371	23%	\$580,954,782

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FY14-FY19 SMALL BUSINESS SUBCONTRACTING DOLLARS TREND ANALYSIS



	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	Δ FY14-FY19 %	Δ FY14-FY19 \$
Subcontracting	\$2,322,525,808	\$2,439,408,283	\$2,587,358,226	\$2,810,378,010	\$3,016,957,976	\$2,977,585,435	28%	\$655,059,627

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NASA DOLLARS IN PENNSYLVANIA

By Vendor Location (Vendor located in PA)			
Year	Total Dollars	Small Business Dollars	Small Business Percentage
2018	\$45,966,181	\$17,200,715	37.4%
2019	\$87,824,013	\$53,744,624	61.2%
2020	\$265,460,760	\$231,486,048	87.2%

By Place of Performance (Work done in PA)			
Year	Total Dollars	Small Business Dollars	Small Business Percentage
2018	\$22,974,505	\$15,659,603	68.2%
2019	\$63,282,309	\$53,495,396	84.5%
2020	\$240,337,060	\$231,353,354	96.3%

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RELEVANCE OF SUBCONTRACTING AT NASA

- NASA's highest-profile programs could not have been successful without small business subcontractors
 - **The Orion Program – Lockheed Martin:** Over 2,000 SB subcontractors since inception
 - \$1.7 Billion subcontracted to SB's on Orion since 2006
 - **Space Launch System (SLS)**
 - Fact Sheet Link:
 - https://www.nasa.gov/sites/default/files/atoms/files/0080_sls_fact_sheet_10162019a_final_508.pdf
 - At least \$1.8 Billion subcontracted to SB's under the SLS Program since 2006
- Build up past performance history with both the Large Prime contractor and NASA's Technical Community
- NASA's Large Primes have awarded approximately **\$3 BILLION** a year to Subcontractors

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TOP 20 FY19 NASA CONTRACTORS

Vendor Name	Total Dollars	% Total Dollars
CALIFORNIA INSTITUTE OF TECHNOLOGY (JPL)	\$ 3,031,819,379	16.7058%
THE BOEING COMPANY	\$ 1,745,592,148	9.6185%
LOCKHEED MARTIN CORP.	\$ 1,355,658,918	7.4699%
NORTHROP GRUMMAN	\$ 1,143,417,604	6.3004%
JACOBS TECHNOLOGY, INC.	\$ 915,703,785	5.0457%
SPACE EXPLORATION TECHNOLOGIES CORP.	\$ 914,646,104	5.0398%
KBR LABORATORIES, INC. (DBA KBRWYLE)	\$ 646,485,404	3.5622%
SCIENCE APPLICATIONS INTERNATIONAL CORPORATION	\$ 444,838,866	2.4511%
AEROJET ROCKETDYNE, INC.	\$ 401,732,886	2.2136%
ASRC FEDERAL, INC	\$ 342,701,847	1.8883%
BECHTEL NATIONAL, INC.	\$ 296,658,688	1.6346%
SSL (MAXAR)	\$ 226,713,376	1.2492%
UNITED LAUNCH SERVICES, LLC	\$ 212,393,734	1.1703%
SCIENCE SYSTEMS AND APPLICATIONS, INC. (SSAI)	\$ 211,208,533	1.1638%
SYNCOM SPACE SERVICES, LLC	\$ 210,161,892	1.1580%
HARRIS CORP.	\$ 193,875,918	1.0683%
PERATON, INC.	\$ 180,627,267	0.9953%
JOHNS HOPKINS UNIVERSITY	\$ 156,829,671	0.8642%
COLLINS AEROSPACE	\$ 143,486,059	0.7906%
GENERAL DYNAMICS	\$ 126,203,579	0.6954%
Total	\$ 12,900,755,657	71.0852%

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TOP 20 FY19 NAICS CODES

6 digit NAICS Code (Description)		Total Dollars
541710 / 541712 / 541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$8,271,143,341
336414	GUIDED MISSILE AND SPACE VEHICLE MANUFACTURING	\$2,646,751,415
481212	NONSCHEDULED CHARTERED FREIGHT AIR TRANSPORTATION	\$1,345,592,376
541330	ENGINEERING SERVICES	\$832,471,441
561210	FACILITIES SUPPORT SERVICES	\$745,327,366
541512	COMPUTER SYSTEMS DESIGN SERVICES	\$581,405,492
236210	INDUSTRIAL BUILDING CONSTRUCTION	\$438,552,188
336415	GUIDED MISSILE AND SPACE VEHICLE PROPULSION UNIT AND PROPULSION UNIT PARTS MANUFACTURING	\$389,809,738
517919	ALL OTHER TELECOMMUNICATIONS	\$351,141,269
336419	OTHER GUIDED MISSILE AND SPACE VEHICLE PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$167,741,780
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$166,385,838
333314	OPTICAL INSTRUMENT AND LENS MANUFACTURING	\$165,210,625
541519	OTHER COMPUTER RELATED SERVICES	\$164,873,211
561110	OFFICE ADMINISTRATIVE SERVICES	\$144,758,805
541513	COMPUTER FACILITIES MANAGEMENT SERVICES	\$141,478,032
541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$133,307,038
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$114,151,820
561612	SECURITY GUARDS AND PATROL SERVICES	\$101,940,792
488190	OTHER SUPPORT ACTIVITIES FOR AIR TRANSPORTATION	\$94,134,256
336411	AIRCRAFT MANUFACTURING	\$74,848,562
Total		\$17,071,025,384

NATIONAL DEFENSE AUTHORIZATION ACT OF FY 2021

Section 833—Exemption of Certain Contracts Awarded to Small Business Concerns from Category Management Requirements

- This section would amend the Small Business Act to exempt contracts awarded to certain small business from the Category Management (CM) program. This section would also require the Director of the Office of Management and Budget to develop a plan to ensure small businesses can compete for contracts under CM.

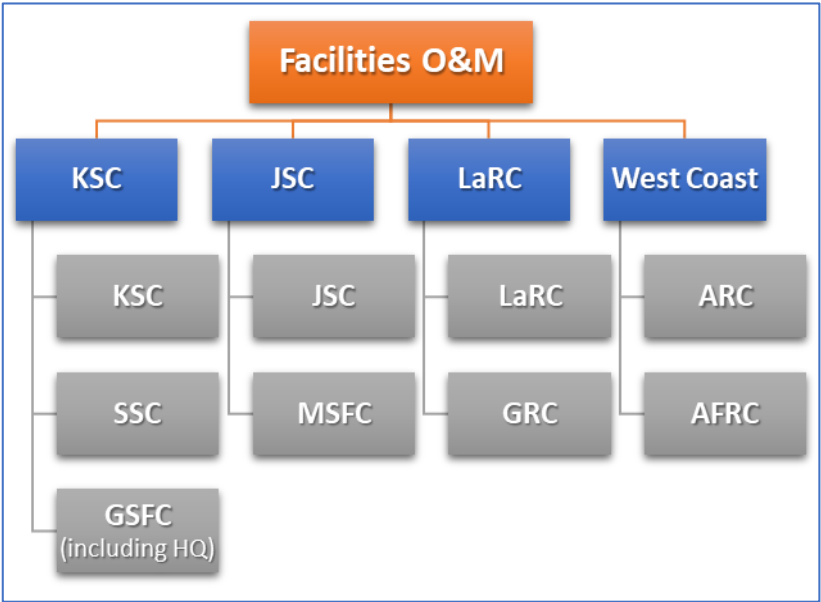
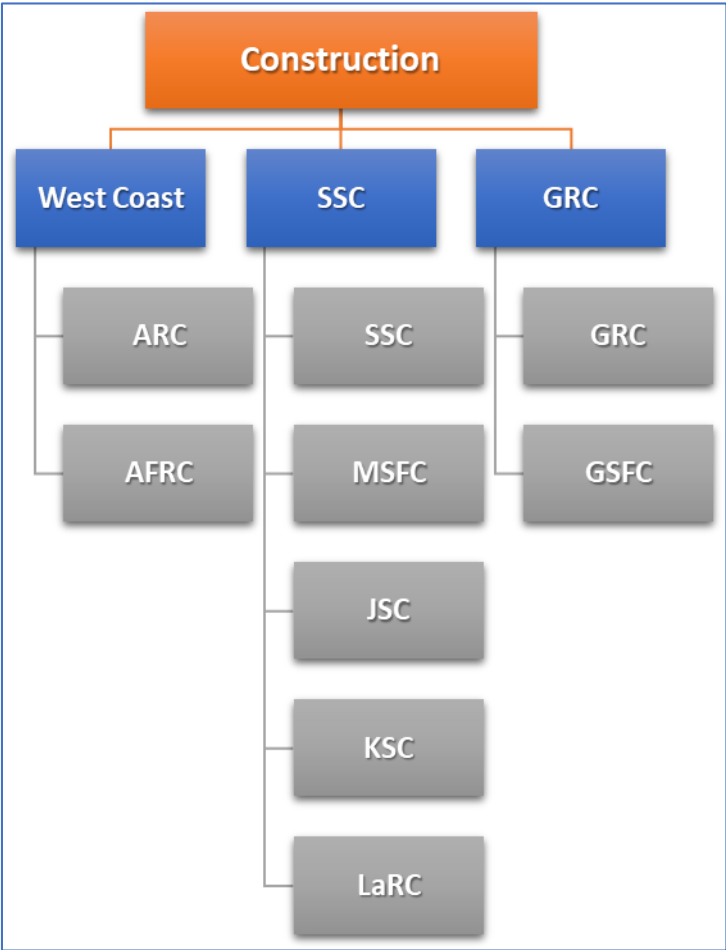
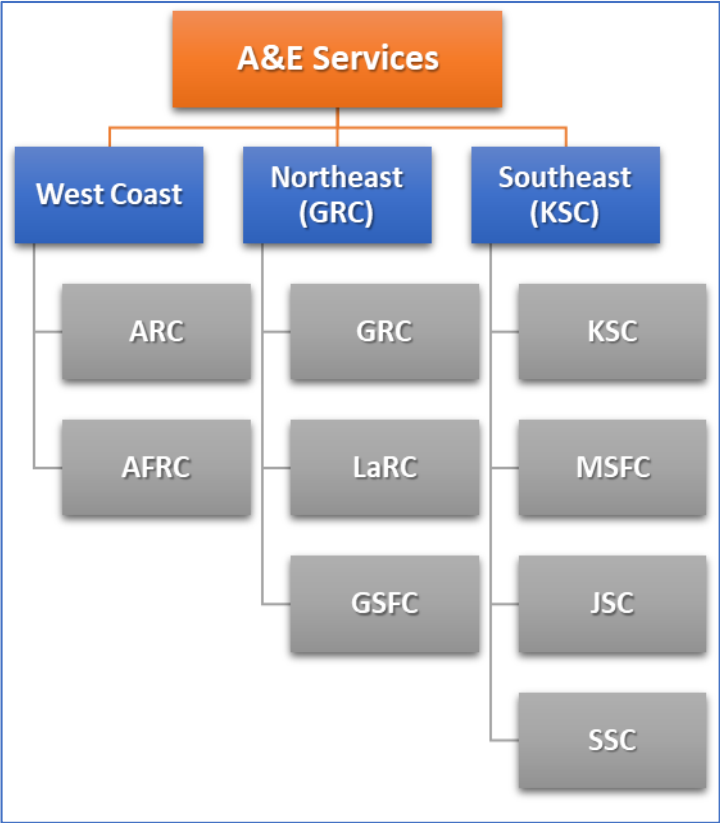
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PROPOSED PROCUREMENT ASSIGNMENTS

West Coast		GRC	GSFC	JSC	KSC	LaRC	MSFC	NSSC	SSC
AFRC	ARC								
★ Environmental (Compliance)		● Environmental (Compliance)	● Environmental (Compliance)	● Environmental (Compliance)	● Environmental (Compliance)	● Environmental (Compliance)	● Environmental (Compliance)	● Environmental (Compliance)	
★ Utilities		● Utilities	● Utilities	● Utilities	● Utilities	● Utilities	● Utilities	● Utilities	
★ West Coast Construction	★ A&E Services	★ A&E Services	▲ IT Services	▲ Occupational Health	★ A&E Services	▲ Grounds Maintenance	▲ Logistics	▲ Human Capital	★ Construction
★ Facilities O&M	★ Protective Services	▲ Custodial Services	★ Financial Support Services	★ Facilities O&M	★ Facilities O&M	★ Facilities O&M	★ Financial Support Services	▲ ODEO / EEO	
Green box represents ARC and AFRC procuring as a Region		★ Construction	★ PP&C		★ Protective Services	▲ Admin. Services	★ PP&C	▲ Acquisition Support Services	
			★ Protective Services		▲ Communication Services			▲ Subscriptions (OLIA)	
					▲ Environmental (Remediation)			▲ Cooperative Agreements	
★ Regionalized ● Remains Localized ▲ Centralized → Procures for Agency					▲ Propellants			▲ Software	
								▲ Audit Support / Financial Support Services for NSSC	
								▲ SAT	
Regionalized or Centralized buying locations does not equate to consolidation of contracts. It is the Procurement Office that has overall responsibility of Contract Award (e.g. SEB)								▲ SBIR / STTR	
In addition to the above Procurement assignments, Procurement Offices workload includes additional actions related to Program procurements to include Program/Project Specific PSL (Engineering, S&MA, Tech. Transfer, Aircraft O&M)									

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PROPOSED PROCUREMENT ASSIGNMENTS BY PRODUCT SERVICE LINE (PSL)



Regionalized or Centralized buying locations does not equate to consolidation of contracts. It is the Procurement Office that has overall responsibility of Contract Award (e.g. SEB).

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ACTIVE CONTRACT LISTING (ACLs)

NASA ENVIRONMENTAL REMEDIATION/CONSULTING CONTRACTS						
CENTER	NAICS	CONTRACT NAME	CONTRACTOR NAME CONTRACT #	TYPE OF COMPETITION	POTENTIAL VALUE	ULTIMATE CONTRACT END DATE
AFRC	541690	Safety and Environmental On-site Support Services	MeCX, Inc. NND16SH03C	SDVOSB	\$14 M	6/30/2021
JSC/WSTF	562910	Environmental Compliance and Operations (ECO)	Navarro Research and Engineering, Inc. NNJ13HA03B	SB Set-Aside	\$80 M	12/31/2020 Last Date to Order
JSC/WSTF	562910	Environmental Compliance and Operations 2 (ECO2)	Navarro Research and Engineering, Inc. 80JSC018D0006	SB Set-Aside	\$80 M	05/31/2023 Last Date to Order
JSC	541620	JSC Environmental Services Team (JEST)	Straughan Environmental 80JSC018A0012	SB Set-Aside Single-Award BPA under GSA Schedule	\$11.8 M	8/31/2020 Last Date to Order
GSFC	541620	Environmental Compliance Services (ECS) Follow-on	Applied Sciences and Information Systems, Inc. NNG16AZ05C	Competitive 8(a)	\$22 M	1/31/2021
KSC	541620	Kennedy Environmental and Medical Services Contract (KEMCON)	Integrated Mission Support Services NNK16OB01C	SB Set-Aside	\$104 M	9/30/2020
KSC	541620	Architectural/Engineering Professional Environmental Remediation Services	AECOM Technical Services, Inc. 80KSC019D0010 Tetra Tech, Inc. 80KSC019D0011 Hydrogeologic, Inc. 80KSC019D0012	Full & Open	\$300 M	1/31/2024 Last Date to Order
LARC	541620	Environmental Support Services	HSG, LLC d/b/a Herndon Solutions Group 80LARC17C0005	WOSB Set-Aside	\$8.3 M	9/30/2022 Last Date to Order
MSFC	541620	Office of Center Operations Santa Susana Field Laboratory (SSFL)	The Boeing Company NNM15AA03C	Sole Source	\$5.6 M	6/30/2020
NSSC	562910	Data Management Services of the KSC Remediation Information System (RIS)	Tetra Tech, Inc. 80NSSC19P1227	Full & Open	\$152 K	7/28/2020

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NASA OSBP MOBILE APP

- Features the NASA Small Business Specialists (SBS) and ability to request appointments
- Active Contract Listings (ACL)
- Highlights location and contact information of:
 - Center SBSs
 - Center Small Business Technical Advisors
 - Center Small Business Liaison Officers
 - Center PCR's
 - Center Ombudsman
- NASA Agency Prime Contract Metrics
- Feature a “Fact or Fiction” Small Business quiz
- Available on all versions of iOS and Android platforms



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OSBP LEARNING SERIES



- **Completed 5 webinars so far this fiscal year:**
 - Partnering with NASA
 - The Reboot of the NASA Mentor-Protégé Program
 - How to Do Business with Glenn Research Center
 - The Ins and Outs of Bid Protests
- **Participation Metrics**
 - Total Registrants: 1,500+
 - Total Attendees: 830+
- **Upcoming webinars**
 - “Doing Business with NASA from the Vendor Perspective”
 - Wednesday, August 19, 2020 at 1:00pm ET
 - For more info - <https://osbp.nasa.gov/knowledge-portal.html>

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UPCOMING OSBP OUTREACH EVENTS

Date	Event	NASA Speaker(s)	More Information
7/30/2020	NASA Virtual Small Business Outreach event with Congressman Matt Cartwright (PA-08)	Various NASA organizations	smallbusiness@nasa.gov
9/9/2020	USWCC NASA Spotlight	Various NASA organizations	www.uswcc.org
9/20/2020 – 9/26/2020	2020 Virtual National HBCU Week and Conference & Industry Day	Various NASA organizations	http://www.ed.gov/edblogs/whhbcu/
10/7/2020	NASA OSBP Virtual Outreach Event: Gateway to Small Business Opportunities at NASA	Various NASA organizations	www.osbp.nasa.gov

- For additional information regarding OSBP outreach, smallbusiness@nasa.gov.

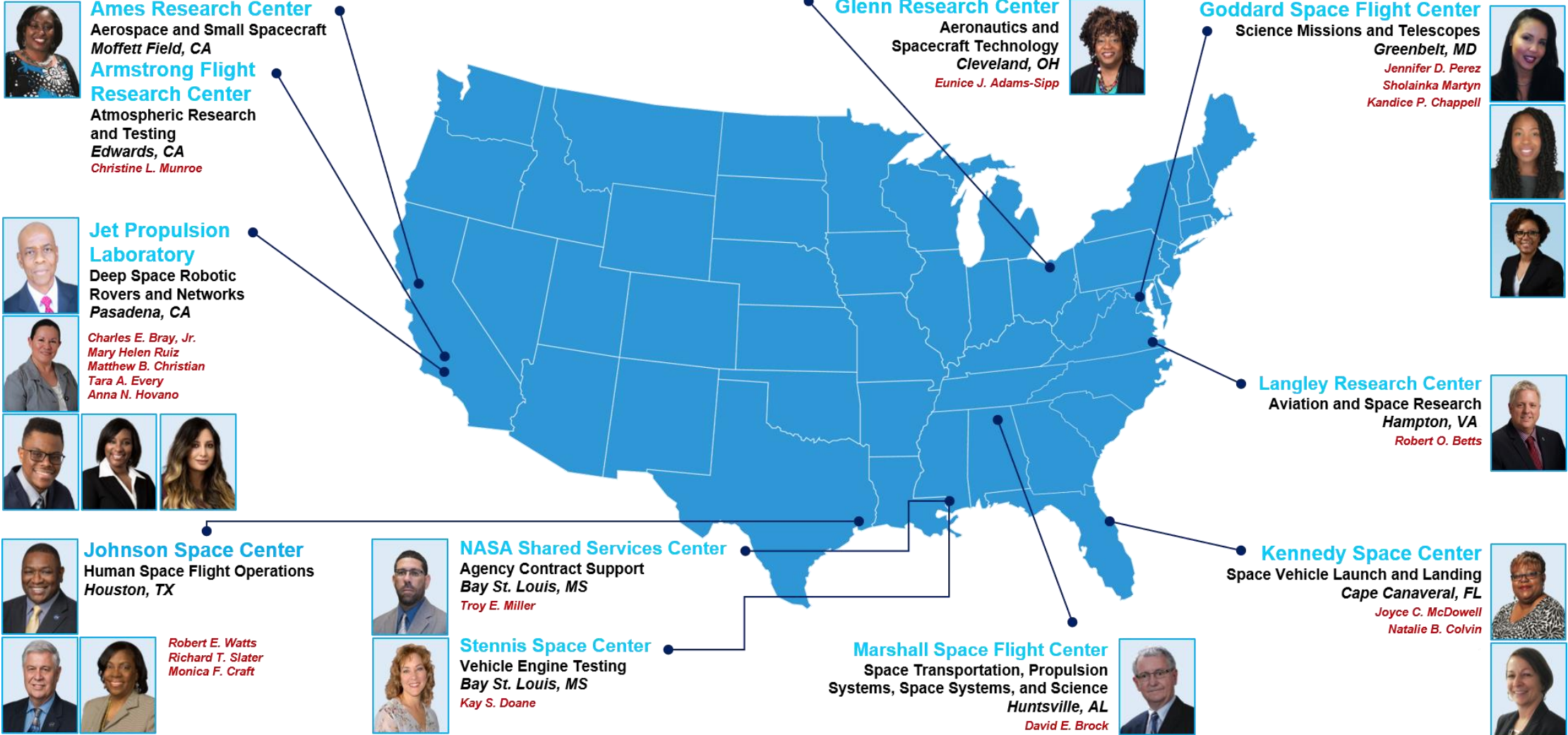
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Do YOUR HOMEWORK!

- **Start** with a Small Business Specialist (SBS) at each NASA Center
 - Build relationships with the Center SBS and the Industry Small Business Liaison Office (SBLO)
- Learn about NASA 's various missions
 - Each NASA Center has different Missions
 - Varied mix of products and services
- Use Small Business resources:
 - Agency Acquisition Forecast
 - Procurement Technical Assistance Center (PTAC)
 - Small Business Administration (SBA)
 - Outreach Events
 - NASA OSBP Mobile App
 - ✓ List of SBSs
 - ✓ NASA Active Contracts
- Use Trade associations
- Respond to Sources Sought Synopses / Request for Information

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NASA SMALL BUSINESS SPECIALISTS ACROSS THE CENTER



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NASA SMALL BUSINESS SPECIALISTS

Center Category	Center	Name	Phone	Email
RESEARCH CENTERS	Ames Research Center	Christine L. Munroe	650-604-4695	Arc-smallbusiness@mail.nasa.gov
	Armstrong Flight Research Center	Christine L. Munroe	650-604-4695	Arc-smallbusiness@mail.nasa.gov
	Glenn Research Center	Eunice J. Adams-Sipp	216-433-6644	Grc-smallbusiness@mail.nasa.gov
	Langley Research Center	Robert O. Betts	757-864-6074	Larc-smallbusiness@mail.nasa.gov
SPACE CENTERS	Johnson Space Center	Robert E. Watts	281-244-5811	Jsc-smallbusiness@mail.nasa.gov
	Kennedy Space Center	Joyce C. McDowell	321-867-3437	Ksc-smallbusiness@mail.nasa.gov
	Marshall Space Flight Center	David E. Brock	256-544-0267	Msfc-smallbusiness@mail.nasa.gov
	Stennis Space Center	Kay S. Doane	228-688-1720	Ssc-smallbusiness@mail.nasa.gov
SCIENCE CENTER	Goddard Space Flight Center	Jennifer D. Perez	301-286-4379	Gsfc-smallbusiness@mail.nasa.gov
FEDERALLY FUNDED R&D CENTER	Jet Propulsion Laboratory	Charles E. Bray, Jr.	818-354-5620	smallbusiness.programsoffice@jpl.nasa.gov
AGENCY-WIDE RESOURCE CENTER	NASA Shared Services Center	Troy E. Miller	228-813-6558	nssc-smallbusiness@mail.nasa.gov

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Q&A

